



J. Vann Cunningham
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Economic Development

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The Honorable Carol Lehman
Mayor of Gardner
214 West Warren Street
Gardner, KS 66030

Dear Mayor Lehman:

It has come to our attention that there are some misperceptions relative to BNSF's Logistics Park site location process. BNSF focused on the site near Gardner because it is a large piece of undeveloped property adjacent to our busiest intermodal route, very close to I-35 and to the region's major metropolitan area.

There was a reference this week to such a Logistics Park site in Ottawa. From our perspective, the farther out you try to develop such a Logistics Park, the more difficult the economics and the less attractive the site becomes for shippers.

While we also looked at a site near Olathe, along with other alternative sites that have never been disclosed, we determined the Olathe site while meeting the minimum requirements, was not the best choice because it lacked expansion potential. Here are the other reasons why the Olathe site wouldn't work.

* The Olathe site is smaller and the growth and expansion potential is limited by surrounding development including rail, airport and industrial park on the west, the quarry on the north, and I-35 on the east, and the existing commercial businesses on the south. In addition to the smaller site, the configuration limits flexibility in the design and construction of a Logistics Park.

* The Olathe site presents very limited opportunity to co-locate potential intermodal distribution centers with direct hub access; thus it significantly reduces the attractiveness of the location for potential new customers as well as limiting the potential economic and commercial benefits.

* Potential access to the site and traffic circulation are also constrained by existing development, making it unlikely that the State would approve a new interchange to serve the site directly.

* Potential operational impacts resulting from the close proximity to the existing industrial park at the airport limits efficient operations.

BNSF concluded that the Gardner site offers superior potential commercial benefits to BNSF, our potential development partners and customers as well as a much greater opportunity to generate substantial economic development benefits to the community, county and greater Kansas City region.

I hope this clarifies this matter and will allow the discussion to be focused on our chosen site near Gardner and how we can continue to work together on this project.

Sincerely,

A handwritten signature in black ink, appearing to read "J. Vann Cunningham". The signature is fluid and cursive, with the first and last names being more prominent.